

SPENAIMA

WORKPLAN PROMOTION WORKSHEET

PAGE: 12
DATE: 98-03-23
TIME: 09:12 AMPROMOTION : 800433 DORAL CONV/GAS-B2G1F - JUNE 19
DRIVE PERIOD: 80600
SALES LEVEL : 2944XX
SELECTION : SPECIFIC CHAIN ID(S)

| TERR | ACCOUNT NAME | CITY | ST | CHAIN-ID | REVISED PLAN SKUS | PLAN ADJ SKUS | PLAN SUG SKUS | PLAN SUG DN SKUS | PLAN FINAL SKUS | TMP SKUS | PLACED SKUS | WKLY CTN VOL | VAP SEG |
|--------|--------------|-----------------|--------------|--------------|----------------------|---------------------|---------------------|------------------------|-----------------------|-------------|----------------|--------------------|------------|
| 112206 | 579488 | SEACREST MOBI | NEWBURYPORT | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 126 | Y | GS |
| 112602 | 206584 | FERNCROFT MOB | DANVERS | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 196 | Y | GS |
| 112603 | 755931 | HOLDEN MOBIL | HOLDEN | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 182 | Y | CN |
| 112604 | 330725 | RON'S MOBIL | BURLINGTON | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 200 | Y | GS |
| 112604 | 779553 | MONTVALE MOBIL | STONEHAM | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 230 | Y | GS |
| 112610 | 078845 | LONES SERVICE | NORTHBOROUGH | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 107 | Y | CN |
| 112610 | 600106 | MAIN ST. MOBI | HOPKINTON | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 194 | Y | CN |
| 112801 | 657862 | RICHMOND MOBIL | WYOMING | RI 1449-0000 | 1 | 1.00 | 1 | 1 | | | 225 | Y | CN |
| 112804 | 618527 | LORI'S MOBIL | COLCHESTER | CT 1449-0000 | 1 | 1.00 | 1 | 1 | | | 180 | Y | CN |
| 112808 | 665754 | MCCABES MOBIL | RIVERSIDE | RI 1449-0000 | 1 | 1.00 | 1 | 1 | | | 196 | Y | CN |
| 113008 | 422493 | VERC MOBIL ON | COHASSET | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 127 | Y | CN |
| 113101 | 718993 | SUPER PUMPER | HARTFORD | CT 1449-0000 | 1 | 1.00 | 1 | 1 | | | 180 | Y | GS |
| 113104 | 704850 | BROAD ST MOBI | MANCHESTER | CT 1449-0000 | 1 | 1.00 | 1 | 1 | | | 171 | Y | CN |
| 113104 | 705070 | HUDLOW'S MOBI | WINDSOR | CT 1449-0000 | 1 | 1.00 | 1 | 1 | | | 175 | Y | CN |
| 113104 | 760404 | ON THE RUN #0 | WINDSOR | CT 1449-0000 | 1 | 1.00 | 1 | 1 | | | 109 | Y | CN |
| 113109 | 594610 | BOB'S KING ST | NORTHAMPTON | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 200 | Y | CN |
| 122205 | 760415 | ON THE RUN #0 | OLD GREENWI | CT 1449-0000 | 1 | 1.00 | 1 | 1 | | | 233 | Y | CN |
| 122208 | 734025 | MILFORD MOBIL | MILFORD | CT 1449-0000 | 1 | 1.00 | 1 | 1 | | | 155 | Y | CN |
| 132201 | 776469 | ON THE RUN #1 | ONINGS MILL | MD 1449-0000 | 1 | 1.00 | 1 | 1 | | | 154 | Y | CN |
| 162208 | 763105 | ON THE RUN | SYRACUSE | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 400 | Y | CN |
| 162303 | 730210 | ON THE RUN #0 | SCOTIA | NY 1449-0000 | 3 | 2.80 | 3 | 2 | | | 224 | Y | CN |
| 162304 | 314502 | KOPYC ENTERPR | ALBANY | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 201 | Y | CN |
| 162308 | 742007 | PETE'S RED OA | POUGHKEEPSI | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 282 | Y | CN |
| 162308 | 766944 | BUDDY'S SERVI | POUGHKEEPSI | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 127 | Y | CN |
| 162309 | 675694 | MO'S MOBIL 17 | GARNERVILLE | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 175 | Y | GS |
| 162602 | 546926 | MOBIL #610593 | BUFFALO | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 296 | Y | CN |
| 162602 | 578827 | ELMWOOD MOBIL | BUFFALO | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 278 | Y | GS |
| 162602 | 961467 | FRANKS MOBIL | BUFFALO | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 160 | Y | GS |
| 162603 | 744077 | MOBIL ON THE | NORTH BOSTO | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 228 | Y | GS |
| 162603 | 745889 | REECE MOBIL O | CHEKOTOWAGA | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 120 | Y | CN |
| 162604 | 756564 | ON THE RUN #0 | ROCHESTER | NY 1449-0000 | 1 | 1.00 | 1 | 1 | | | 201 | Y | GS |
| 162804 | 670297 | ARE MOBIL | FITCHBURG | MA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 127 | Y | GS |
| 163806 | 623091 | QUEEN CITY MO | MANCHESTER | NH 1449-0000 | 1 | 1.00 | 1 | 1 | | | 190 | Y | GS |
| 163806 | 755923 | QUEEN CITY MO | MANCHESTER | NH 1449-0000 | 1 | 1.00 | 1 | 1 | | | 240 | Y | GS |
| 232208 | 697804 | FLAMINGO GAS | PORT LAUDER | FL 1449-0000 | 2 | 1.44 | 2 | 2 | | | 223 | Y | GS |
| 233003 | 749300 | CORAL WAY MOB | MIAMI | FL 1449-0000 | 2 | 1.83 | 2 | 1 | | | 220 | Y | GS |
| 292601 | 790992 | MOBIL ASPEN H | ROCKVILLE | MD 1449-0000 | 1 | 1.00 | 1 | 1 | | | 200 | Y | GS |
| 292603 | 742518 | CLOPPERS MILL | GERMANTOWN | MD 1449-0000 | 1 | 1.00 | 1 | 1 | | | 127 | Y | GS |
| 292603 | 749785 | MILESTONS MOB | GERMANTOWN | MD 1449-0000 | 1 | 1.00 | 1 | 1 | | | 89 | Y | GS |
| 292604 | 751043 | MINNIEVILLE M | WOODBRIDGE | VA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 157 | Y | GS |
| 292604 | 751055 | PARKWAY MOBIL | WOODBRIDGE | VA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 123 | Y | GS |
| 292606 | 744236 | GATEHOUSE PLAZA | FALLS CHURC | VA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 150 | Y | GS |
| 292606 | 749724 | ON THE RUN #1 | ALEXANDRIA | VA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 264 | Y | GS |
| 292606 | 792186 | EDSALL ROAD M | ALEXANDRIA | VA 1449-0000 | 1 | 1.00 | 1 | 1 | | | 140 | Y | GS |
| 582502 | 500724 | ON THE RUN 13 | TEMPE | AZ 1449-0000 | 1 | 1.00 | 1 | 1 | | | 217 | Y | CN |
| 582902 | 750840 | ON THE RUN #1 | PHOENIX | AZ 1449-0000 | 2 | 2.00 | 2 | 2 | | | 185 | Y | GS |
| 582907 | 699977 | ON THE RUN #1 | GOODYEAR | AZ 1449-0000 | 1 | 1.00 | 1 | 1 | | | 210 | Y | GS |
| 582907 | 730250 | ON THE RUN | GLENDALE | AZ 1449-0000 | 1 | 1.00 | 1 | 1 | | | 631 | Y | GS |
| 582907 | 733475 | ON THE RUN #1 | PEORIA | AZ 1449-0000 | 1 | 1.00 | 1 | 1 | | | 423 | Y | CN |
| 623405 | 864929 | MARLEEN FOSTER | HARWOOD HBI | IL 1449-0000 | 1 | 1.00 | 1 | 1 | | | | | |
| 672802 | 575891 | MOBIL ON THE | ROSEVILLE | MI 1449-0000 | 1 | 1.00 | 1 | 1 | | | | | |

COMPLETED

←

should
be
on
VAPKara -
What do you
want changed here?
Judy / 16/10

51861 1552



5000 Cox Road, Suite 160
Glen Allen, VA 23060

To Kara

FAX TRANSMISSION COVER SHEET

| | |
|------------------|---|
| DATE: | 4/15/98 |
| COMPANY: | R.J. Reynolds (1610) |
| TO: | Judy Campbell FAX # 716-634-3145 |
| FROM: | KARA GAYLE, RJ REYNOLDS TOBACCO FAX # 804-346-9705 PHONE # 804-346-3213 |
| INSTRUCTIONS: | Please tweak the following Doral promo #800433 by Friday 4/17. Thank you ☺. |
| PAGES TO FOLLOW: | 1 PAGES |



"We Work for Smokers"

51861 1553